

## Message Text

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 IO-10 CCO-00 CIAE-00 OTPE-00

FCC-01 INR-07 NSAE-00 OC-05 COME-00 BIB-01 DODE-00

DOT-00 FMC-01 CG-00 OFA-01 DLOS-03 NASA-01 /050 R

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IO/TRC:MR. SIDNEY FRIEDLAND

EUR/WE: MR. R. GALLAGHER

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R 072010Z APR 75

FM SECSTATE WASHDC

TO AMEMBASSY ROME

INFO AMEMBASSY LONDON

C O N F I D E N T I A L STATE 078301

E.O. 11652: XGDS2

TAGS: ETEL, IT, UK

SUBJECT: MARITIME SATELLITES

REF: ROME 4896

1. DEPARTMENT PLEASED TO SEE DEVELOPING LINE OF GOI  
THINKING REGARDING INMARSAT, AND FERRARI EXPECTATION GOI  
WILL BE ABLE SUPPORT US ON TWO-AGREEMENT APPROACH. US  
IS PUTTING FINISHING TOUCHES TO MEMORANDUM CONTAINING  
ACTUAL TEXT OF MORE IMPORTANT ARTICLES OF THESE AGREEMENTS  
WHICH WILL BE SUBMITTED TO IMCO SECRETARIAT FOR CONFERENCE  
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STUDY. TEXT OF MEMORANDUM AND ARTICLES WILL BE CABLED IN  
ADVANCE TO EMBASSY FOR PASSAGE TO FERRARI SO THAT GOI WILL  
HAVE OPPORTUNITY TO REVIEW IN ADVANCE OF CONFERENCE.

2. REGARDING FERRARI'S TWO CONCERNS DESCRIBED PARA 3 REFTEL THEY ARE OF COURSE INTERRELATED. AN ARTICLE IN ORGANIZATION'S INSTITUTIONAL ARRANGEMENTS SETTING UP MECHANISM FOR NATIONAL DISTRIBUTION OR DIVISION OF MANUFACTURING CONTRACTS RATHER THAN CONTRACTING WITH BIDDER OFFERING BEST COMBINATION OF PRICE, QUALITY AND DELIVERY TIME WILL INEVITABLY ADD TO SYSTEM COST. DURING VISIT IN EARLY FEBRUARY U.S. TEAM TOOK NOTE OF UNDERSTANDABLE GOI, INTEREST IN MANUFACTURING OPPORTUNITY FOR ITALIAN INDUSTRY BUT FELT THAT ALTERNATIVE A OF POE DRAFT CONVENTION WAS SO LOOSELY PHRASED THAT IT COULD PERMIT ALMOST COMPLETE DISREGARD FOR INMARSAT ACQUIRING SPACE SEGMENT AT LOWEST

COST. US TEAM REITERATED CONTINUED SUPPORT FOR PRINCIPLE EMBODIED IN ALTERNATIVE B BUT ALSO INDICATED THAT IT WAS WILLING TO DISCUSS MODIFICATION OF ALTERNATIVE B LANGUAGE SO LONG AS PRINCIPLE WAS NOT VIOLATED. IN REGARD TO REFTEL PARA 3B US SHARES GOI DESIRE TO ACHIEVE LOWEST POSSIBLE ADMINISTRATIVE EXPENDITURES, AND INTEREST IN ACCURATE COST STUDIES.

3. US DELEGATION WILL BE LED BY DEPUTY ASSISTANT SECRETARY RAYMOND WALDMANN WHO WILL BE IN LONDON ON MONDAY AND TUESDAY PRIOR TO CONFERENCE AND WOULD BE WILLING TO MEET WITH FERRARI TO DISCUSS QUESTIONS OF MUTUAL CONCERN. IF FERRARI WOULD LIKE MEETING THEN SUGGEST SCHEDULING BE WORKED OUT BETWEEN OUR RESPECTIVE EMBASSIES IN LONDON ON RECEIPT OF MESSAGE FROM AMEMBASSY ROME. US DELEGATION WILL TOTAL ABOUT 22 INCLUDING TEAM MEMBERS WHO VISITED ROME PLUS REPRESENTATIVES OF COMMUNICATIONS AND SHIPPING INDUSTRIES, FCC, MARAD AND NASA.

DECLASSIFY 6-7-75 INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MARINE TRANSPORTATION, AGREEMENTS, COMMUNICATION SATELLITES, NAVIGATIONAL AIDS, PROGRAMS (PROJECTS)  
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**Copy:** SINGLE  
**Draft Date:** 07 APR 1975  
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**Disposition Approved on Date:**  
**Disposition Authority:** greeneet  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**Disposition Reason:**  
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**Document Unique ID:** 00  
**Drafter:** JJO'NEILL, JR:DBF  
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**Errors:** N/A  
**Film Number:** D750121-0383  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MARITIME SATELLITES  
**TAGS:** ETEL, IT, UK  
**To:** ROME  
**Type:** TE  
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